

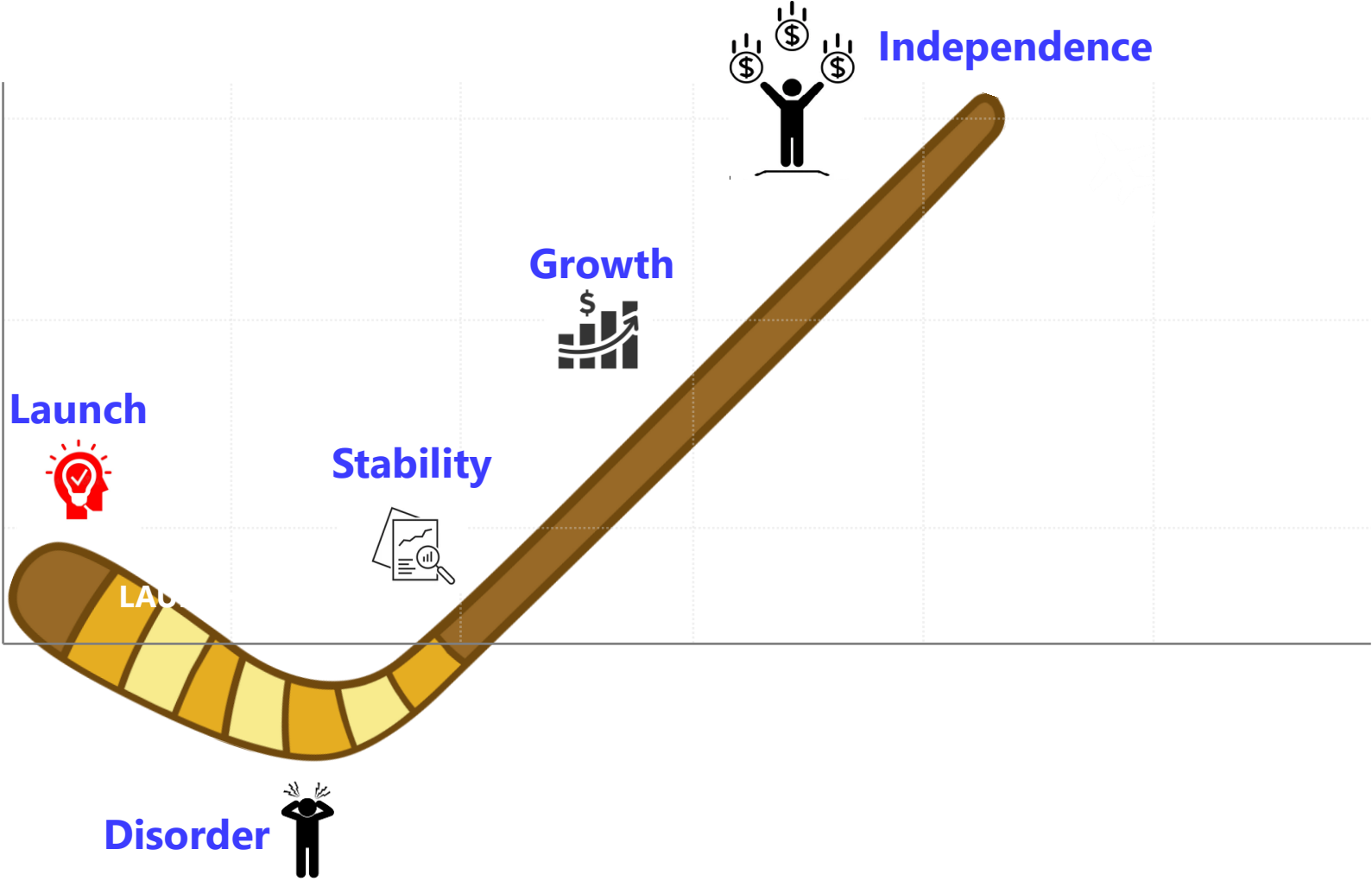


Take Action Results

Profit! Freedom! Lifestyle!

Stages of a Business

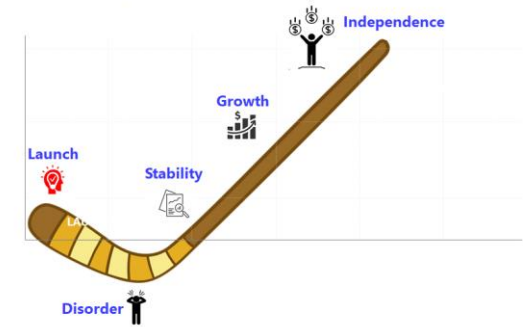
The 5 Stages to Business Success



Stage 1 - Launch

- ✓ Starts with an Idea
- ✓ Must have a Business Plan
 - ✓ Start with Vision
 - ✓ Develop a Strategic Plan
 - ✓ Build a Revenue Generation Plan
 - ✓ Do the Math!
 - ✓ Include Revenue, Expenses and Profit Projections

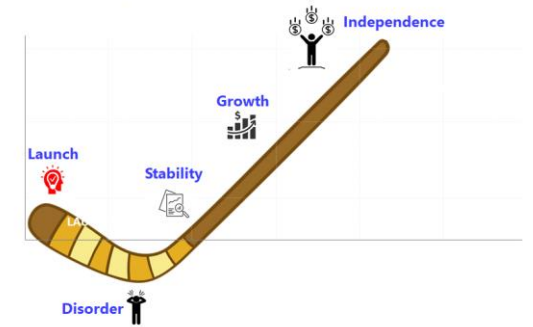
The 5 Stages to Business Success



Stage 2 - Disorder

- ✓ Not all will go through and not always about money
- ✓ Must have these Systems (remember the E-Myth)
 - ✓ Marketing System
 - ✓ Sales System
 - ✓ If you have or will have a Team
 - ✓ Team Building System
 - ✓ Team Work System
 - ✓ May require highly specific Breakeven Plan

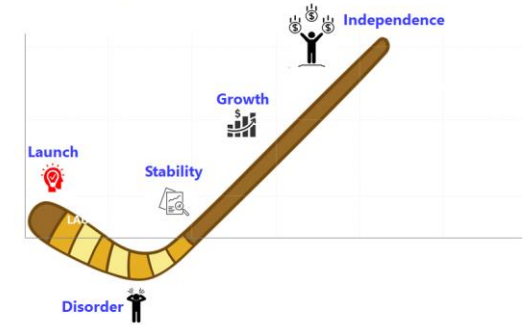
The 5 Stages to Business Success



Stage 3 - Stability

- ✓ You survived and are making some money!
- ✓ Your Systems are starting to work
- ✓ Now you need to focus on your People
 - ✓ Work the Team Building System hard
 - ✓ Focus on creating real Teams that Work together
 - ✓ Focus on KPIs and use the M2A2 Strategy
- ✓ Focus on cash flow
- ✓ Set the Stage for Growth

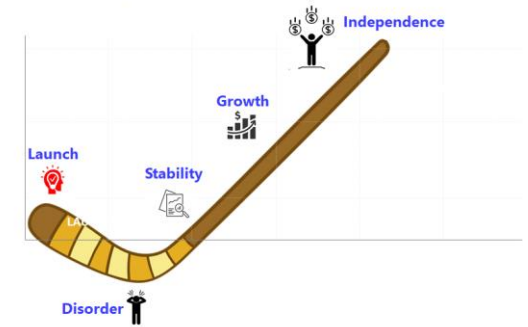
The 5 Stages to Business Success



Stage 4 - Growth

- ✓ Can be very exciting time
- ✓ Will require Scaling Up all your existing Systems
- ✓ As the Owner, be totally ON and not IN the business
 - ✓ Continue to develop your leadership skills
 - ✓ Get all your Systems formally documented
 - ✓ Implement Lean as widely as possible

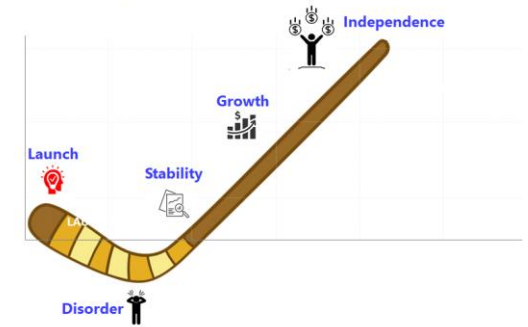
The 5 Stages to Business Success



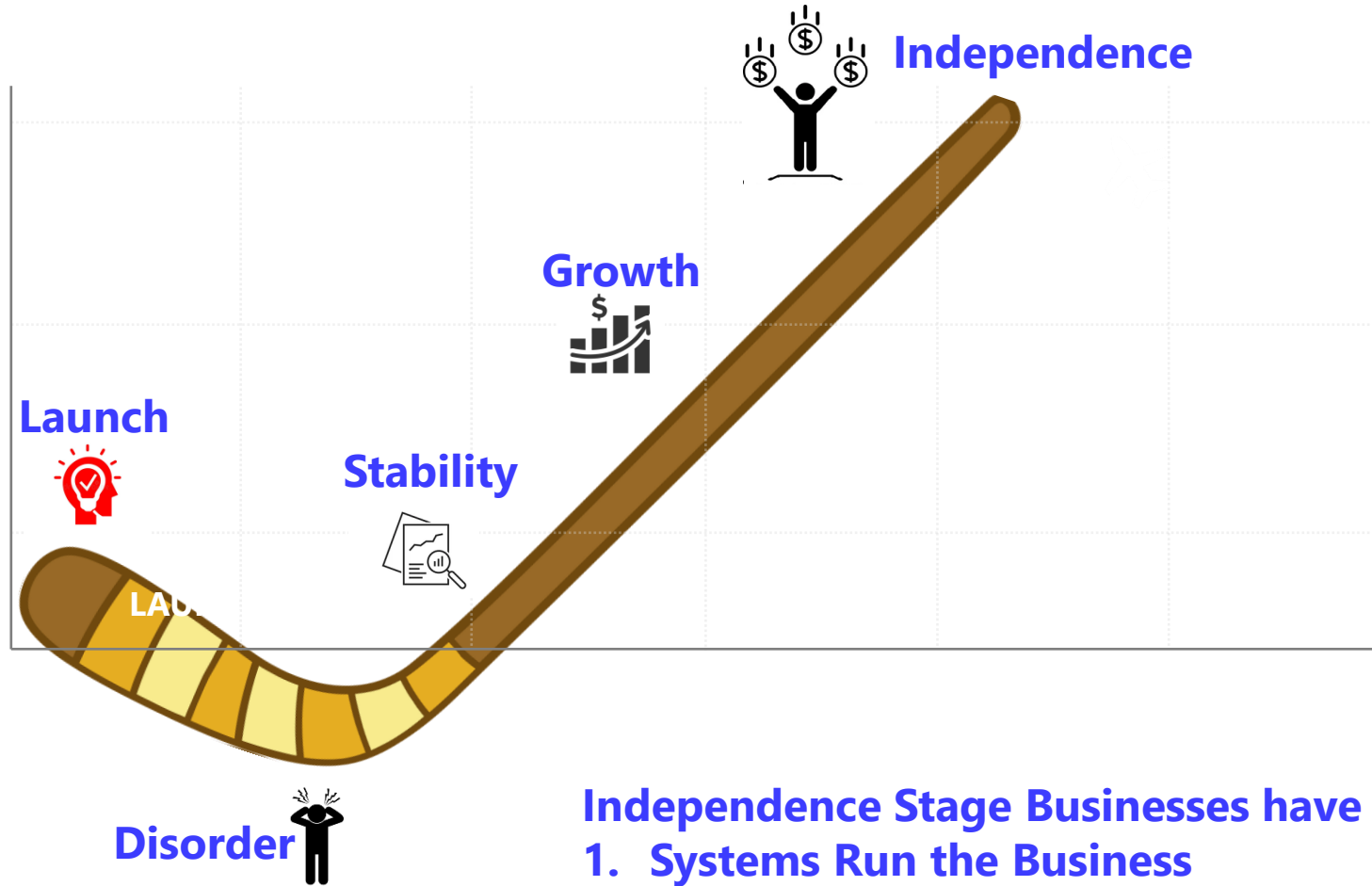
Stage 5 - Independence

- ✓ Reap the benefits of your hard work and time!
- ✓ Focus on Developing and Empowering Leaders
- ✓ May require a Comprehensive Exit Strategy

The 5 Stages to Business Success



The 5 Stages to Business Success



Independence Stage Businesses have this

- 1. Systems Run the Business**
- 2. People Run the Systems**
- 3. The Owner/CEO Leads the People**